

## Message Text

UNCLASSIFIED

PAGE 01 BANGKO 11790 311527Z  
ACTION EA-09

INFO OCT-01 ISO-00 EB-07 /017 W  
-----312206Z 006070 /62

R 310955Z MAY 77  
FM AMEMBASSY BANGKOK  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 2695

UNCLAS BANGKOK 11790

E.O. 11652: N/A  
TAGS: BEXP, TH  
SUBJ: WTDR/FTI

REF: USDOC 8190

1. THAILAND
  2. CNTRY CODE: 549
  3. SER.NO: 0036700
  4. HAN COMPANY LIMITED
  - 4A. CODE: K
  5. 98 SOI AREE SUKUMVIT ROAD, P.O. BOX 1421
  - 6 BANGKOK, THAILAND
  - 7 ESTABL: 1961
  8. EMPL: 20
  9. SIZE: (20-X) MEDIUM
  10. REPUTATION: (22-X) GOOD
  11. SELLS ITS PRODUCTS IN THE FOLLOWING FOREIGN AREAS LISTED IN  
ORDER OF IMPORTANCE: LOCAL
  12. RPT. DATE: 05/77
  - 13A. 37111/135. IMP. AGT. DIST. OF MOTOR VEHICLES
  - 13B. 37140/135. IMP. AGT. DIST. OF MOTOR VEHICLE PARTS AND ACCESSORIES
  14. CONTACT: MR. E.S.Y. HAN TITLE: MANAGING DIRECTOR
  15. CABLE: HANCO
  16. TELEX: CARS TH 2689
- UNCLASSIFIED

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PAGE 02 BANGKO 11790 311527Z

- 17 TEL: 391-7022, AND 391-7223
18. FINANCIAL REFS: KRUNG THAI BANK LTD., 260 YAWARAJ ROAD,  
BANGKOK; BANGKOK BANK LTD., 9 SUAPA ROAD, BANGKOK.
19. TRADE REFS: N/A
20. AGENCY REP: FIAT S.P.A. CORP., G. MARCONI, TURIN, ITALY
21. HAN COMPANY DID NOT REPLY TO EMBASSY'S REQUEST FOR INFORMATION  
ON THE GROUNDS THAT IT NO LONGER DISTRIBUTES AMERICAN

AUTHOMOBILES. THE FOLLOWING INFORMATION WAS OBTAINED FROM THE COMMERCIAL REGISTRATION OFFICE, MINISTRY OF COMMERCE AND FROM OTHER RELIABLE SOURCES. SUBJECT WAS INCORPORATED IN 1960 BY THE HAN FAMILY (A CHINESE FAMILY WITH DUTCH NATIONALITY WHICH EMIGRATED FROM INDONESIA) WITH AN AUTHORIZED CAPITAL OF US\$100,000 (LATER INCREASED TO US\$250,000) TO ACT AS IMPORTER AND DISTRIBUTOR OF CHRYSLER AND PONTIAC CARS AND PARTS. IN 1968, THE HAN FAMILY TRANSFERRED ITS SHARES TO THE KARNASUTRA FAMILY. FIRM NOW OPERATES AS IMPORTER OF FIAT CAR BODIES, COMPONENTS AND PARTS FOR ASSEMBLY AT THE KARNASUTRA GENERAL ASSEMBLY PLANT. NINETY PERCENT OF ITS IMPORTS ARE FROM ITALY WITH THE REMAINDER FROM FRANCE AND POLAND. SUBJECT FIRM SHARES A BUILDING OF 6 STORY OF ABOUT 3,000 SQ. METERS WITH THE KARNASUTRA GENERAL ASSEMBLY CO., LTD. LOCATED IN ONE OF BANGKOK'S BUSINESS DISTRICTS. IT IS CLOSELY ASSOICATED WITH THE FOLLOWING FIRMS: KARNASUTRA CORP. (A MARKETING FIRM FOR FIAT CARS AND PARTS); KARNASUTRA GENERAL ASSEMBLY CO., LTD.; DIAMOND COACHES CO., LTD. (AN AIRCONDITIONED BYS OPERATOR); BANGKOK INVESTMENT CO., LTD. (LESSOR OF CARS); GENERAL DEVELOPMENT CO.. LTD. (AN INVESTMENT FIRM). SUBJECT FIRM EMPLOYS 20 PEOPLE INCLUDING 4 SALESMEN. THOUGH ITS 1976 SALES WERE NOT AVAILABLE, SALES IN 1975 WERE REPORTED TO BE US\$14 MILLION. ITS MANAGING DIRECTOR, MR. E.S.Y. HAN, GRADUATED FROM GM'S INSTITUTE OF TECHNOLOGY. A LOCAL BANK REPORTED FAVORABLY ON SUBJECT FIRM; IT IS CONSIDERED TO BE A GOOD TRADE CONTACT FOR U.S. FIRMS.

22. PREPARED BY : STATHI/SOMSAK APPROVED BY: JAME H. SAVERY  
AT: AMEMBASSY BANGKOK  
WHITEHOUSE  
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PAGE 03 BANGKO 11790 311527Z

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 31-May-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977BANGKO11790  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770193-0841  
**Format:** TEL  
**From:** BANGKOK  
**Handling Restrictions:** n/a  
**Image Path:**  
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**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 38e9cc8f-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION EA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 17-Mar-2005 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2454543  
**Secure:** OPEN  
**Status:** NATIVE  
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**TAGS:** BEXP, TH  
**To:** COM  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009